

ORDER

Orders
Order / Rev: 500644
Alt Order #:
Product Desc: 10/31-11/6
Estimate: 11369
Flight Dates: 10/31/12 - 11/06/12
Original Date / Rev: 10/30/12 / 10/30/12
Order Type: GENERAL

CBS5

Primary AE: House KPHO Local House KPHO Local
Sales Office: KPHO
Sales Region: Local

Agency
Name: Media Strategies and Research
Buying Contact: Suzanne Collins
Billing Contact:
 1580 Lincoln Street
 Denver, CO 80203

Billing Type: Cash
Billing Calendar: Broadcast
Billing Cycle: EOM/EOC
Agency Commission: 15%

Advertiser
Name: Kirkpatrick/D/CDN/ AZ
Demographic: A35+
Product Codes: Political-Cand-Other
Priority: IMP
Revenue Codes: POL, PLC, CPL

New Business Thru:
Order Separation: 00:15:00
Advertiser External ID:
Agency External ID:

Bill Plan

Start Date	End Date	# Spots	Gross Amount	Net Amount
10/29/12	11/06/12	37	\$32,900.00	\$27,965.00

Totals

Month	# Spots	Gross Amount	Net Amount	Rating
November 2012	37	\$32,900.00	\$27,965.00	0.00
Totals	37	\$32,900.00	\$27,965.00	0.00

Account Executives

Account Executive	Sales Office	Sales Region	Start Date / End Date	Order %
House KPHO Local House KF			Start Of Order - End Of Order	100%

Order Share

Order Share	Share	Total
CBS5	20%	\$32,900.00
Market	100%	\$164,500.00

Competitive Share

Competitive Share	Share	Total
DPHO	0%	\$0.00
KAET	0%	\$0.00
KASW	0%	\$0.00
KAZT	0%	\$0.00
KBCZ	0%	\$0.00
KBPX	0%	\$0.00
KDRX	0%	\$0.00
KMCC	0%	\$0.00
KMOH	0%	\$0.00
KNAZ	0%	\$0.00
KNXV	20%	\$32,900.00
KPAZ	0%	\$0.00
KPNX	20%	\$32,900.00
KPPX	0%	\$0.00
KSAZ	20%	\$32,900.00
KTFL	0%	\$0.00
KTVK	20%	\$32,900.00
KTVW	0%	\$0.00
KUSK	0%	\$0.00
KUTP	0%	\$0.00

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Ln	Ch	Start	End	Inventory Code	Break	Start/End Time Days	Len	Spots	Rate	Pri	Rtg	Type	Spots	Amount
N 1	KPHO	10/31/12	11/02/12	M-F 6-630a M-F 6-630a	CM	M-F 6-630a --WTF--	:30	3	\$300.00	FNP	0.00	NM	3	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		3		\$300.00			0.00			
N 2	KPHO	10/31/12	11/02/12	M-F 630-7a M-F 630-7a	CM	M-F 630-7a --WTF--	:30	3	\$250.00	FNP	0.00	NM	3	\$750.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		3		\$250.00			0.00			
N 3	KPHO	10/31/12	11/02/12	M-F 7a-9a CBS EARLY SHOW	CM	M-F 7a-9a --WTF--	:30	3	\$350.00	FNP	0.00	NM	3	\$1,050.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		3		\$350.00			0.00			
N 4	KPHO	10/31/12	11/02/12	M-F Midday News CBS 5 NEWS @ NOON	CM	M-F 12p-1230p --WTF--	:30	2	\$900.00	FNP	0.00	NM	2	\$1,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		2		\$900.00			0.00			
N 5	KPHO	11/02/12	11/02/12	M-F 3-4p PEOPLES COURT	CM	M-F 3p-357p ----F--	:30	1	\$500.00	FNP	0.00	NM	1	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	----F--		1		\$500.00			0.00			
N 6	KPHO	11/01/12	11/01/12	M-F 4-5p ANDERSON COOPER	CM	M-F 358p-458p ---T---	:30	1	\$700.00	FNP	0.00	NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	---T---		1		\$700.00			0.00			
N 7	KPHO	10/31/12	11/02/12	M-F 530p News CBS 5 NEWS @ 530P	CM	M-F 530p News --WTF--	:30	3	\$1,200.00	FNP	0.00	NM	3	\$3,600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		3		\$1,200.00			0.00			
N 8	KPHO	10/31/12	11/02/12	M-F 630PM News CBS 5 NEWS @ 630P	CM	M-F 630PM News --WTF--	:30	2	\$1,500.00	FNP	0.00	NM	2	\$3,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		2		\$1,500.00			0.00			
N 9	KPHO	11/04/12	11/04/12	Su 530PM News CBS 5 NEWS @ 530P	CM	Su 530p-6p -----S	:30	1	\$1,500.00	FNP	0.00	NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	-----S		1		\$1,500.00			0.00			
N 10	KPHO	11/01/12	11/02/12	M-F Late News CBS 5 NEWS @ 10P	CM	M-F 10p-1035p ---TF--	:30	2	\$2,400.00	FNP	0.00	NM	2	\$4,800.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	---TF--		2		\$2,400.00			0.00			
N 11	KPHO	11/03/12	11/03/12	Sa Late News Sa Late News	CM	Sa 10p-1035p -----S-	:30	1	\$1,700.00	FNP	0.00	NM	1	\$1,700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	-----S-		1		\$1,700.00			0.00			
N 12	KPHO	11/04/12	11/04/12	Su Late News Su Late News	CM	Su 10p-1035p -----S	:30	1	\$2,000.00	FNP	0.00	NM	1	\$2,000.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	-----S		1		\$2,000.00			0.00			
N 13	KPHO	10/31/12	11/02/12	Letterman DAVID LETTERMAN	CM	M-F 1035p-1138p --WTF--	:30	2	\$700.00	FNP	0.00	NM	2	\$1,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 10/29/12	11/04/12	--WTF--		2		\$700.00			0.00			
N 14	KPHO	11/05/12	11/06/12	M-F 6-630a M-F 6-630a	CM	M-F 6-630a MT-----	:30	2	\$300.00	FNP	0.00	NM	2	\$600.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	MT-----		2		\$300.00			0.00			
N 15	KPHO	11/05/12	11/06/12	M-F 630-7a M-F 630-7a	CM	M-F 630-7a MT-----	:30	2	\$250.00	FNP	0.00	NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	MT-----		2		\$250.00			0.00			

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N15	KPHO	11/05/12	11/06/12	M-F 630-7a M-F 630-7a	CM	M-F 630-7a MT-----	:30	2	\$250.00	FNP	0.00	NM	2	\$500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	MT-----		2		\$250.00			0.00			
N16	KPHO	11/05/12	11/06/12	M-F 7a-9a CBS EARLY SHOW	CM	M-F 7a-9a MT-----	:30	2	\$350.00	FNP	0.00	NM	2	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	MT-----		2		\$350.00			0.00			
N17	KPHO	11/05/12	11/05/12	M-F Midday News CBS 5 NEWS @ NOON	CM	M-F 12p-1230p M-----	:30	1	\$900.00	FNP	0.00	NM	1	\$900.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$900.00			0.00			
N18	KPHO	11/05/12	11/05/12	M-F 4-5p ANDERSON COOPER	CM	M-F 358p-458p M-----	:30	1	\$700.00	FNP	0.00	NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$700.00			0.00			
N19	KPHO	11/05/12	11/05/12	M-F 530p News CBS 5 NEWS @ 530P	CM	M-F 530p News M-----	:30	1	\$1,200.00	FNP	0.00	NM	1	\$1,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$1,200.00			0.00			
N20	KPHO	11/05/12	11/05/12	M-F 630PM News CBS 5 NEWS @ 630P	CM	M-F 630PM News M-----	:30	1	\$1,500.00	FNP	0.00	NM	1	\$1,500.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$1,500.00			0.00			
N21	KPHO	11/05/12	11/05/12	M-F Late News CBS 5 NEWS @ 10P	CM	M-F 10p-1035p M-----	:30	1	\$2,400.00	FNP	0.00	NM	1	\$2,400.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$2,400.00			0.00			
N22	KPHO	11/05/12	11/05/12	Letterman DAVID LETTERMAN	CM	M-F 1035p-1138p M-----	:30	1	\$700.00	FNP	0.00	NM	1	\$700.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>		<u>Spots/Week</u>		<u>Rate</u>			<u>Rating</u>			
		Week: 11/05/12	11/11/12	M-----		1		\$700.00			0.00			
Totals													37	\$32,900.00

*Tax 1 Note: Tax 0.5%

AGREEMENT FORM FOR POLITICAL CANDIDATE ADVERTISEMENTS

(check applicable box)

☒ **FEDERAL CANDIDATE**

☐ **STATE/LOCAL CANDIDATE**

To Avail Themselves of The Lowest Unit Charge During a Political Window, Federal Candidates Must Sign The Certification On Page 3

Station and Location: KPHO-TV Phoenix	Date: 10/30/2012
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I, Media Strategies and Research,
 being/on behalf of: Ann Kirkpatrick, a legally
 qualified candidate of the Democratic political
 party for the office of: U.S. Congress
 in the General
 election to be held on: Tuesday, November 06, 2012
 do hereby request station time as follows:

Broadcast Length	Time of Day, Rotation or Package	Days	Class	Times per Week	Number of Weeks
SEE ATTACHED SCHEDULE					
Date of First Broadcast:			Date of Last Broadcast:		
Tuesday, October 30, 2012			Tuesday, November 06, 2012		

Total Charges: \$32,900.00

For programming that, in whole or in part, "communicates a message relating to any political matter of national importance," list the matters below:

I represent that the payment for the above described broadcast time has been furnished by:

Kirkpatrick for Arizona

and you are authorized to announce the time as paid for by such person or entity.
I represent that this person or entity is either a legally qualified candidate or an authorized committee/organization of the legally qualified candidate.

The name of the treasurer of the candidate's authorized committee is:

Daniel A. Flores

This station has disclosed to me its political advertising policies, including: applicable classes and rates; and discount, promotional and other sales practices (not applicable to federal candidates).

THIS STATION DOES NOT DISCRIMINATE OR PERMIT DISCRIMINATION ON THE BASIS OF RACE OR ETHNICITY IN THE PLACEMENT OF ADVERTISING.

To Be Signed By Candidate or Authorized Committee

Tuesday, October 30, 2012

Date



Signature

To Be Signed By Station Representative

☐ Accepted

☐ Accepted in Part

☐ Rejected

Signature

Printed Name

Title